



Planning, Publishing, Soliciting, & Evaluation

CRITICAL TEAM PLAYERS

01 PROGRAM MANAGER

Has a mission to accomplish and budget to support it. Usually the team leader or primary negotiation spokesperson and signs/executes the agreement on behalf of the government.

02 CONTRACTING SUPPORT

The exact role the contracting specialist plays in OT contracting will depend in large measure on the degree to which the 'spirit' of OTs is embraced.

03 LEGAL SPECIALIST

Lawyers need to engage in intellectual heavy lifting to explore the possibilities of OT contracting in order to be real contributors to the team. Well-equipped lawyers can play a powerful role in OT contracting.

04 COMPTROLLER

Financial management personnel can play an important role in exploring non-traditional methods of financing and deal with issues like funds coming to the government.

05 TESTING COMMUNITY

The testing community can potentially play a constructive role, by providing qualitative insights.

06 END USER

Maintains focus on war-fighter needs throughout program and provides feedback on product development. Provides key insights on problem to be solved; solutions being developed



AGREEMENTS OFFICER:

A warranted individual with authority to enter into, administer, or terminate OTs. To be appointed as an AO, The individual must possess a level of responsibility, business acumen, and judgement that enables them to operate in the relatively unstructured environment. **AOs NEED NOT BE CONTRACTING OFFICERS, UNLESS REQUIRED BY THE COMPONENT'S APPOINTMENT PROCESS.**

MARKET INTELLIGENCE

Traditional Acquisition



- FedBizOpps AND Grants.gov
- Market Survey AND RFI
- Sources Sought AND Industry Day

Traditional Market Research is a **Passive Activity**. Post and wait.

Market Research

Acquisition Innovation

- Market Survey and RFI
- Sources Sought and Industry Day
- Researching trade publications
- Attending technology demonstrations, conferences, conventions, seminars, and trade shows
- Compiling a capabilities database
- Conducting reverse industry days
- Conducting Prize Challenges
- Leveraging DoD Tech scouting activities.

- Participating in standards committees and communities of interest
- Conducting crowdsourcing events
- Publishing surveys
- Participating in technology focused social media groups
- Conducting industry events
- Leveraging chambers of commerce, Procurement Technical Assistance Centers, technology consortia and trade Associations

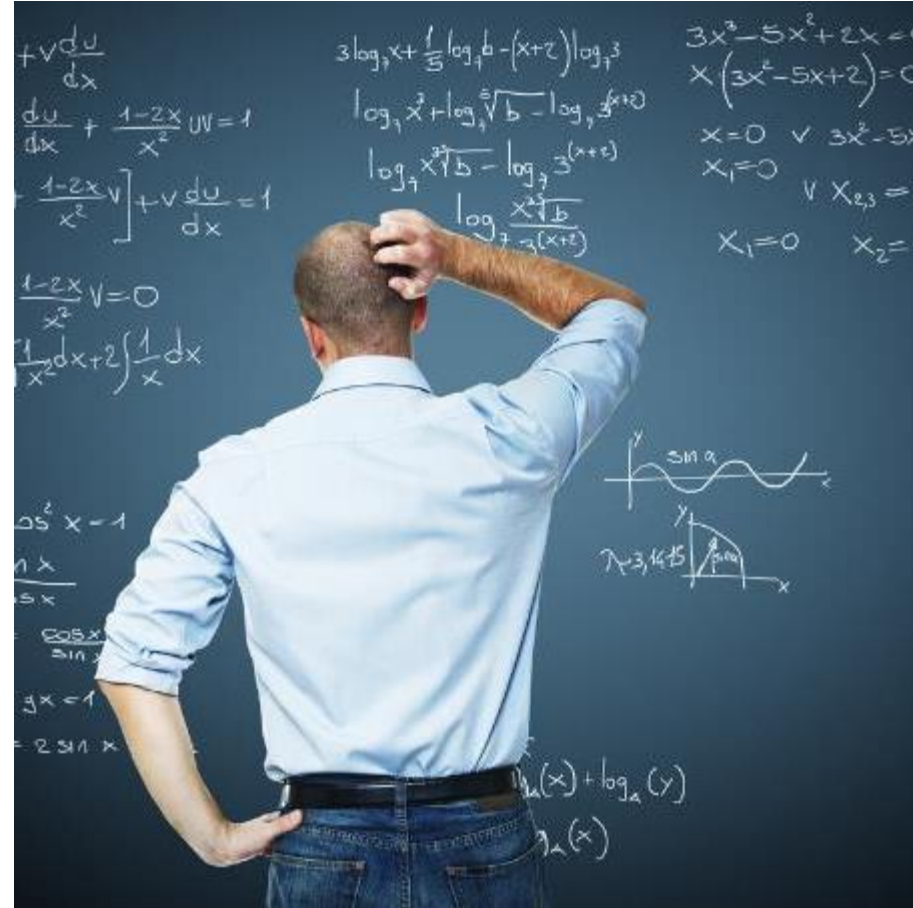
Market Intelligence is an **Active Activity**.
Go find technology solutions where they are.

Market Intelligence

DEFINING THE PROBLEM

The most important part of the team's planning activities is defining the problem, area of need, or capability gap.

This is critical in determining the correct acquisition pathway and the correct procurement vehicle to utilize in the acquisition strategy.



10 U.S.C. 2371

Research Other Transactions

Review

Applicability:

- Basic, applied, and advanced research projects

Conditions for Use:

- No duplications of research to maximum extent practicable (generally non-issue)
- 50/50 Cost Share to the extent practicable
- Standard contract, grant, CA not feasible/appropriate (generally non-issue)



10 U.S.C. 2371b

Prototype and Production Other Transactions

Review

Applicability:

■ Prototype Projects

- Directly relevant to enhancing mission effectiveness of military personnel, supporting platform, systems, components or materials to be acquired by DoD or improvements thereto

Conditions for Use:

- All participants small or non-traditional; or
 - At least one non-traditional defense contractor or non-profit research institution must participate to a significant extent in the prototype project; or
 - At least 1/3 of total costs must be paid by parties to the OT other than the Government; or
 - Senior procurement executive for the Agency determines, in writing, that exceptional circumstances justifies the use of an OT.
- Cost share not required (if non-traditional contractor participates); fee/profit negotiable
- Competitive procedures to maximum extent practicable (required for follow-on production)

IDENTIFYING FUNDING

GOVERNMENT

- Type of appropriation
- Advanced payments
- Unfunded agreements



PRIVATE

- Payments to Gov
- Resource Sharing
- Joint Funding

FOLLOW-ON ACTIVITIES

FACTORS TO CONSIDER:

1. At a minimum, potential follow-on activities **shall be** identified in the solicitation and any resulting OT Agreements.
2. In negotiating and drafting the terms of the Prototype OT agreement, the parties **must** provide for follow-on production.
3. Any Prototype Project (that anticipates potential follow-on production) **shall** contain a provision that sets forth the description of successfully completed of the prototype project.
4. Where multiple prototype solutions are awarded for a requirement, the agreement **must** define successful completion and identify the potential for award of a follow-on production contract or transaction to one or more solutions.

PUBLICIZING AND SOLICITING SOLUTIONS

Traditional Acquisition

- Synopsis
- Draft Request For Proposal
- Request For Proposal (RFP)



TRADITION

JUST BECAUSE YOU'VE ALWAYS DONE IT THAT WAY
DOESN'T MEAN IT'S NOT INCREDIBLY STUPID.

RFP Method

Acquisition Innovation

Agencies that intend to award only OTs from a solicitation are free to create their own process to solicit and assess potential solutions

Open Call

- Broad Agency Announcement
- Commercial Solutions Opening
- Annual Plan call for White Papers

Ad Hoc

- Request For Solutions
- Request For White Paper
- Request For Project Proposal
- Virtual Demonstration
- Task Request

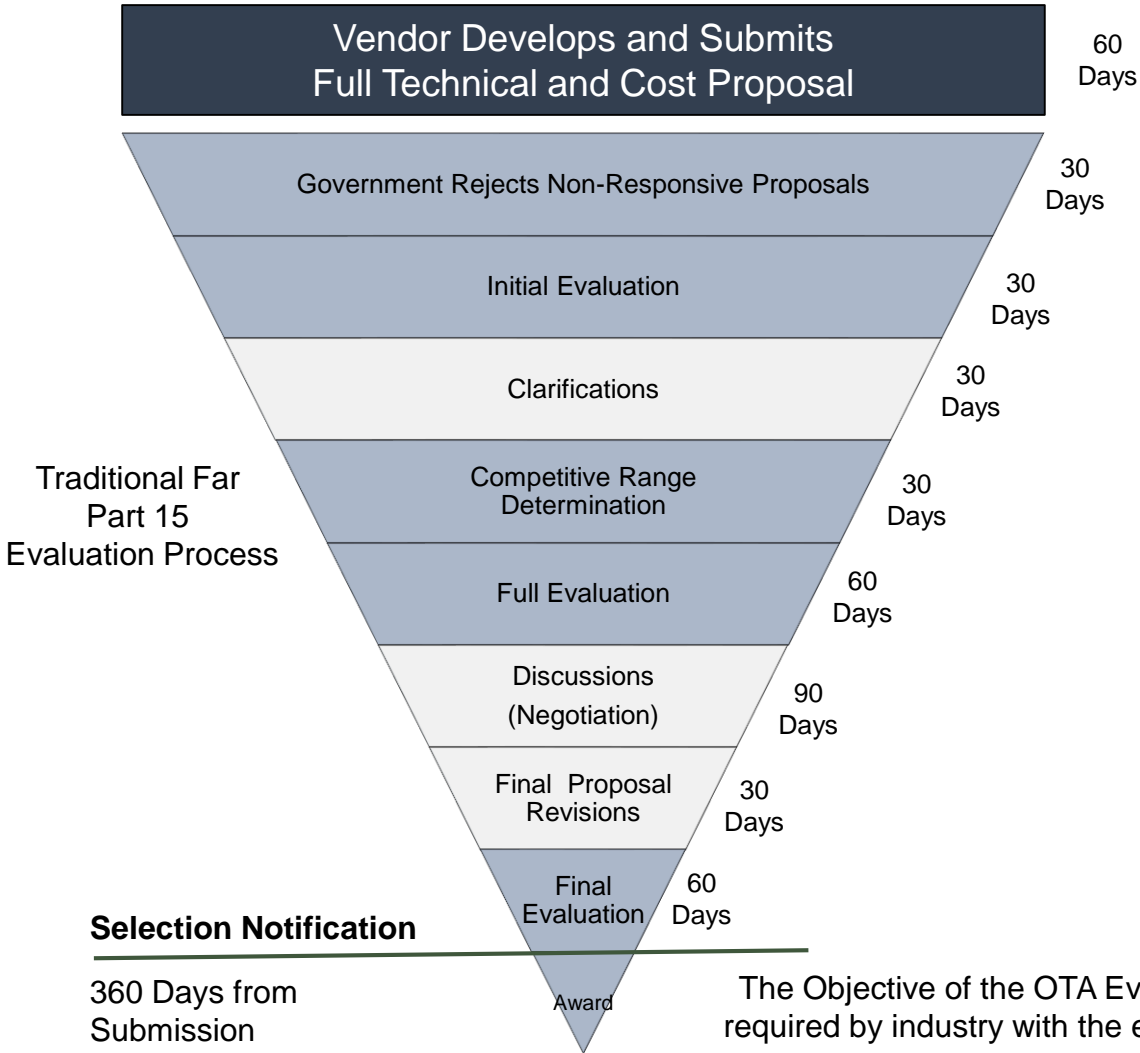
Event-Based

- Tech Demonstration
- Design Sprint
- Hackathon
- Innovation Workshop
- Rodeo
- Shark-Tank
- Prize Contest
- Oral Presentation
- Panel Pitch



OTA Solicitation Methods

EVALUATION AND SELECTION



The Objective of the OTA Evaluation Process is to balance the effort required by industry with the effort required by the Government, and to give early notice to vendors who don't present the best solutions

